

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

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March 5, 1997

RJR Account #447000
Mr. G. Burns
MUTUAL WHOLESALE

APRIL DORAL Box 100 B1G1F / PROMOTION #700447

Dear Gene:

DORAL B1G1F *pre-sleeved* product has been ordered (see quantities listed below), as well as 75 skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

#/ (6M) Cases

<u>B1G1F</u>	<u>STYLE</u>	<u>UPC Code</u>
5	Full Flavor Box 100	12300-23993
5	Light Box 100	12300-23994

PO #033197

<u>Product / Premium Arrival:</u>	<u>March 31, 1997</u>
<u>Ship Date to Retail:</u>	<u>Week of: April 7, 1997</u>
<u>SKU CUBE:</u>	0.2618
<u>SKU WT (w/o Product):</u>	0.7600 lbs
<u>Retail Sales Offer per Sku:</u>	20 units
<u>Billing per Sku:</u>	2 Savings Cartons
<u>EFT \$ Amount:</u>	<u>\$430.86</u>
<u>Non-EFT \$ Amount:</u>	<u>\$N/A</u>

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B1G1F
MUTUAL WHOLESALE

Promotion Description:

Utilize 4-Carton Shipper Display. Place 20 pre-sleeved B1G1F units each of *Doral FF Box 100* and *Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$35.00 (2.5 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

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SIS - VAP SCROLL LIST

IMS9D4B1 PAGE: 083

WHOLESALER: 447000 MUTUAL WHOLESALE SERV

INSTRUCTIONS: DORAL BOX BIG1F INTRODUCTION:

DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100

SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	21787	1622 03	MR T'S FOOD KING	MAIN STREET	WHITNEY POINT	NY	A 12	90	
	171409	1622 03	BARTLE PHARMACY	PO BOX 634	OXFORD	NY	A 12	240	
	269444	1622 03	HOLLENBECK'S SHUR-SV	17 N MAIN ST	NEWARK VALLEY	NY	C 24	150	
	632693	1622 03	S & D PETROLEUM	ROUTE 26	CINCINNATUS	NY	A 12	100	
	716109	1622 03	J&K CORNER CIGAR	25 N BROAD ST	NORWICH	NY	A 12	125	
	75495	1622 04	NANNERY'S GROCERY	184 CLINTON ST	BINGHAMTON	NY	A 12	105	
	87206	1622 04	J&J STOP N SHOP	415 W MAIN ST	ENDICOTT	NY	2890-00-00	A 12	150
	87208	1622 04	BOB'S MOBIL/F	509 HOOPER RD	ENDWELL	NY	A 24	650	
	89394	1622 04	COMMUNITY SHOP IGA	106 NORTH AVE	OWEGO	NY	A 24	195	
	171091	1622 04	DEPOSIT BIG M	FRONT STREET	DEPOSIT	NY	A 24	205	
	171221	1622 04	ROGER'E MARKET	109 NORTH ST	ENDICOTT	NY	A 12	112	
	207059	1622 04	BARDENS MOBIL MART	2105 E MAIN ST	ENDWELL	NY	A 24	155	
	251033	1622 04	HESS #32432F	3808 VESTAL PKY E	VESTAL	NY	0353-01-00	A 24	268
	251044	1622 04	HESS #32436	1153 VESTAL AVE	BINGHAMTON	NY	0353-01-00	A 24	199
	269533	1622 04	JOHNS FINE FOODS	88 NORTH AVE	OWEGO	NY	A 04	105	
	269537	1622 04	LAWLERS GROCERY	1423 STATE ROUTE 96	OWEGO	NY	A 24	170	
	298484	1622 04	FRONT STREET MOBIL	710 OLD FRONT ST	BINGHAMTON	NY	A 24	144	
	316818	1622 04	E-Z MART	RR 2 BOX 136	CONKLIN	NY	A 24	120	
902544	390900	1622 04	DEBIS MONROE ST MKT	1801 MONROE ST	ENDICOTT	NY	A 12	100	
	519629	1622 04	SUGARCREEK/F	735 UPPER COURT STREET	BINGHAMTON	NY	3665-00-00	A 24	100
	558925	1622 04	TIER HEADQUARTERS	3300 OLD VESTAL RD	VESTAL	NY	1878-00-00	A 04	
	617642	1622 04	MAINE BIG M	ROUTE 26	MAINE	NY	A 12	140	
	693725	1622 04	GREAT BEND SUNOCO	RR 1 BOX 19	GREAT BEND	PA	5405-00-00	A 04	16
	700336	1622 04	E-Z MART	285 HARRY L DR	JOHNSON CITY	NY	A 24	124	
	727918	1622 04	DELAWARE RIVER FLY	HE 1 BOX 1061	STARLIGHT	PA	A 04	105	
	743276	1622 04	VINCE'S BIG M	2658 STATE ROUTE 26	MAINE	NY	A 12	120	
	762156	1622 04	J&J STOP N SHOP	198 ROBINSON ST	BINGHAMTON	NY	2890-00-00	A 12	165
	762390	1622 04	NICKS NEWS	144 COURT ST	BINGHAMTON	NY	A 12	100	
	763635	1622 04	J&J STOP N SHOP	221 CONKLIN AVE	BINGHAMTON	NY	2890-00-00	A 12	150
	517247	1622 10	ARKVILLE COUNTRY STR	ROUTE 28	ARKVILLE	NY	A 12	102	
	634688	1622 10	COOKS PRODUCE	58 RIVERSIDE DRIVE	SIDNEY	NY	C 24	564	
	658711	1622 10	SAYDE'S COUNTRY STOR	MAIN & LAKE STREET	FLEISCHMANN'S	NY	A 12	100	
	688210	1622 10	STURGESS PHARMACY	52 MAIN STREET	UNADILLA	NY	C 24	363	

Total Accounts 33

4.4
bb Displays

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

04/15/97

ACCOUNT NUMBER: 447000 MUTUAL WHOLESALE SERV
VOUCHER NUMBER: 15350105 184 ROBINSON STREET
DATE WRITTEN: 04/15/97 BINGHAMTON , NY 13904
STATUS: PAID
AMOUNT PAID: 35.00 SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	2.50	35.00

EXPLANATION: DORAL BOX B1G1P/#700447/JMCLEAN

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